

Account Sales Manager

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Company: Ignite Search & Selection

Location: United Arab Emirates

Category: other-general

The Role

Are you an experienced B2B Sales Manager with a passion for driving results in the consumer electronics industry? Look no further! Our client, a leading name in the field, is on the hunt for a dynamic individual to join their team as a B2B Sales Manager for their AC department, focusing on the Saudi and UAE markets. Key Responsibilities: - Develop and execute strategic plans to maximize B2B sales opportunities for air conditioners. - Utilize technical sales tactics to effectively promote company products and services. - Leverage your expertise in VRF to drive success in the market

Requirements

Qualifications: - 8+ years of experience in the VRF market with in-depth knowledge of the GCC, particularly Saudi Arabia. - Strong understanding of VRF products and their applications. - Bachelor's degree in Mechanical or Electrical Engineering. - Fluent in Arabic and English, both written and spoken. - Ability to analyze market trends and translate data into actionable strategies. - Proficient in Microsoft PowerPoint and Excel for presentations and data analysis. - Stellar presentation and training skills to engage clients and internal teams.

About the company

Ignite Search & Selection is a leading Recruitment Agency in the Middle East. Ignite's team of specialist recruiters now works across a range of sectors including Legal, Digital/Technology, Retail/FMCG, Construction and Engineering. We pride ourselves on given both clients and

candidates expert market knowledge in our chosen sectors. We value getting a detailed understanding of our clients and candidates expectations to find the perfect fit for all parties.

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Cross References and Citations:

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